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MANAGEMENT

**PALACE HOTEL COMPANY**

## MATSON AND HIS PROJECTS

(Continued from Page One.)

Petrie (secretary of Castle & Cooke, Ltd.), arranged the meeting. Mr. Tenney, in making known the reason for the informal conference, stated that the new departure of the Matson Navigation Company in inaugurating a service between Honolulu and Puget Sound, together with the presence of Captain Matson in Honolulu, made it an opportunity for the patrons of the line to meet the captain and informally discuss matters in connection with the new service. The failure or success of the enterprise depended upon the friendly attitude of the shippers, and to make a success of it the company must make it satisfactory to its patrons. He then introduced Captain Matson.

### Will Meet All Cuts.

The captain expressed the hope that he would be able to carry out his side of the proposed enterprise. He said there seemed to be a little misunderstanding with the American-Hawaiian line over rates, but in substance, the captain said that if a cut was made to a \$3 freight rate the Matson line would meet it, although \$3.50 was only a living basis. He said he would not cut any rate, but any rate that was cut would be met by the Matson line. Below a \$3 rate there would be no chance to make a cent.

Mr. Tenney, again speaking to the subject, said that the whole question concerned the rates to be extended to shippers and importers of Honolulu in connection with the freight from the Sound. His own belief was that in a business of this kind no favors should be shown. That same rate should be extended to all shippers, large and small.

### A-H's Special Favors.

"From information that I have," said Mr. Tenney, "that has not been the case in the past. Special favors have been extended to certain shippers. Whether or not that system will continue I do not know. The sum and substance of it all is—that where a merchant is engaged in business he should receive as favorable a freight rate as does his competitor; otherwise he is going to be placed at a disadvantage, which will result sooner or later in his elimination as a factor in the business life of these Islands. It is the intention of the Matson line to treat all fairly, not only its competitor in the transportation business, but its patrons as well."

"Captain Matson has said it is our intention to meet any competitive rate which is extended. We are not desirous of slashing rates or doing any indiscriminate cutting. It would be suicidal to do so. But we are in the transportation business, and the company proposes to remain in the business, and if, in order to remain in the business it is necessary to do it for a time without profit, well and good, we will do it. But we want the goodwill and the cooperation and assistance of the shippers. We will extend to them our cooperation and assistance in every way in our power. We will treat you right if we can, and I think we can do that."

### Interstate Ocean Law.

"In regard to the freight rates of the American-Hawaiian line and the favors granted to special patrons, it was a proposition along lines which, if carried into effect, could only result in one thing finally—a movement on the part of the smaller shippers to take up the question of interstate transportation on the ocean with the Congress of the United States, with the result of having an amendment passed to the interstate commerce act which would extend its provisions to the Territory of Hawaii. In that case it would not make any difference whether one keg of beer or ten thousand were shipped, the rate would be the same."

"I have heard that this is the proposition of the American-Hawaiian Steamship Company to the Hawaiian shippers and importers. It carried an exclusive contract for a certain term. It provided for the amount a shipper paid to be considered for a rebate. For instance, for \$5000 and under \$10,000 as freight sums paid into the company, the shipper would receive a rebate at the end of the year of 2 1/2 per cent; \$10,000 and under \$20,000, 5 per cent; \$20,000 and under \$30,000, 7 1/2 per cent; \$30,000 and under \$40,000, 10 per cent; \$40,000 and under \$50,000, 12 1/2 per cent; \$50,000 and upward, 15 per cent."

### Rebates Are Outrageous.

"You can easily see what the position of the shipper whose freight bills were \$5000 and under would be, as against the shipper whose bills amounted to \$50,000. Quite a little item."

"My individual opinion in regard to freight matters is that such a situation as that is outrageous to say the least. It is a proposition of rebates along the lines that have aroused the American people, and the fight that they are carrying on against trusts and combinations is due to the fact that this rebate system was practised to such an extent on the railroads. To extend the proposition to the sea-carrying trade would have the same result here. It would take only a short time before the conditions were known. Certain small shippers would be unable to do business at a profit, or they would be curtailed to the extent that they would only be able to receive a new dollar for an old dollar, and representations would be made to Congress and legislation would undoubtedly be enacted extending the Interstate Commerce Act, covering the Territory of Hawaii at least."

"I would not be surprised if it came anyhow in a few years."

### Praises Rival Line.

"While making this criticism I would like to say that the American-Hawaiian Steamship Company has been a great benefit to this Territory and will continue to be and they should be praised. It deserves support from this community. The company is receiving that support now, but as far as the Matson Navigation Company and Castle & Cooke, Ltd., and every shareholder in the Matson Navigation Company go, I will say this company has been in the transportation business in the Pacific for a great many years, long before the American-Hawaiian line was thought of, and it proposes to continue in that business. While we gladly testify to the efficiency of the American-Hawaiian line, at the same time we think we have done

something and we ask the cooperation and support of the shippers in and out of this Territory. All we ask is a fair field and no favors."

Captain Matson in answer to a question said it was proposed to have a steamer come from the Sound every forty days, while the San Francisco-Honolulu schedule would be maintained regularly, as now. The first boat will leave the Sound on December 1. In answer to a question from Mr. Moore, a banana shipper and agent for banana raisers, Captain Matson said the plans, at present, did not contemplate a steamer going to the Sound directly from Honolulu, but by way of San Francisco. Mr. Moore thought it would be advantageous to banana shippers as well as pineapple growers to send shipments by boat directly to the Sound. Captain Matson said the business would not pay.

### \$12,000 a Trip.

Captain Matson said the boat to be placed on the Sound-Honolulu run would not have a cold-storage plant at present. To run a vessel from Honolulu to the Sound ports, the freight money would have to total \$12,000 to pay the company for the service. He thought in about a year the Hawaiian might possibly be run from Honolulu to the Sound and San Francisco.

Fred Waldron said that if one rate was granted to all shippers and importers, the Matson line would do a great business. He said that he wanted to express his appreciation for the uniformly courteous treatment he had received both at this end and the Coast end of the Matson company.

Mr. Tenney assured the shippers that the energies of the company would be bent toward maintaining the flat rate to everybody. E. C. Brown asked whether Captain Matson had taken up the matter of securing flat rates over the railroads to meet this transportation line figures. Captain Matson said he had not, as he wished to await the putting into effect of the new interstate commerce law, but on his return to the Coast he would look into this matter particularly.

There was considerable discussion by Mr. Lovsted, E. C. Brown, Norman Watkins and others over rates to the Orient, which were less, from middle east points on the mainland, than to Honolulu.

### Always "One-Rate Man."

Captain Matson in concluding his talk said he had been in business with Hilo since 1882 and he always maintained one rate. He was a believer in equal rights to all. He did not want to bring the rate down. There was hardly a steamship company in the Pacific making any money and to reduce the rates would not better the conditions. He said the Matson company had been able to hold its own and make a little money. He would do what he could to support the industries of the islands. All he had was invested here.

Captain Matson's announcement of the new passenger steamer and the votes of thanks closed the meeting.

## SUPERVISORS AND POLITICS

(Continued from Page One.)

and the engineer's helper, his son, at \$35 a month. This was an imposition on the county, Archer thought. He was sure they did not work every day in the month.

### Good Reasons Advanced.

Overseer Peck was present and explained that when the weather was wet and the roller laid up, the engineer spent his time in making repairs to it and the helper went on the road, and there were various changes so that all the men were kept at work. When the roller was laid up the stone bunkers had to be kept filled, and with only two wagons on the job this took a long time.

County Engineer Gere said that conditions in Koolau were not the same as in Ewa. In Ewa the engineer was close to the sugar mills and could have repairs to his machine made there. Mr. Archer might not know that there were heavy bills for repairs to the machines down Ewa way. A long time ago, finding how difficult it was to have a road machine mended in Koolau, where there were no places to make repairs, it had been decided to send a good engineer over there, who could make all necessary repairs, when the machine was off duty. The entire bill for repairs there had been \$25 and the only time a man had gone from Honolulu was once when the boiler tubes had to be attended to.

### Was Roller Ditched?

Then Harvey threw a bombshell into the camp. He said the engineer was of no account as he had got drunk once and run the roller into a ditch and it cost \$300 to the county to get it out. There was a general look of inquiry at this statement. Engineer Gere said he had never heard of this before, neither had any one else on the board or in the road department. Even Supervisor Kealoha from that district had not heard of it.

"Where did you hear this?" asked the chairman.

"Why, the other day when we made the investigation in Koolau," answered Mr. Harvey.

"Well, it was never interpreted, and I certainly did not hear it mentioned," said the chair.

David Watson told me about it," said David Watson, lawyer and poundmaster, arose at the rear of the hall and stated positively that he knew of this accident, that it occurred because the engineer was drinking on that day, and the reason he knew it was because his brothers were there and had taken turns at the bottle. And besides his gun had been crushed, and—

### Lopez Denies Charge.

By this time Lopez, the road roller engineer, in khaki trousers, blue shirt and red handkerchief around his neck, took the floor, and said that Watson's statement was absolutely untrue. He had never run his machine into the ditch, and the whole story was "cooked up."

Watson said also that he had heard that a haole had come from Honolulu to get the machine out of the ditch.

The only time a haole went over to do anything with the engine, so Engineer Gere said, was to fix the boiler

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tubes. This matter will come up when the remainder of the road department investigation is resumed on the evening of October 13.

David Watson also had a request to make of the board. As poundmaster for the Koolau section he wanted Makai Aloia and William Fry appointed to take up estrays on government roads. This was about to be done when a question was raised by the chairman as to whether Fry had had his civil rights restored. The matter was referred to the proper committee for investigation.

A letter from Superintendent Babbitt of the Department of Public Instruction was received calling attention to an enclosed letter from Miss Felker, principal of Kaahumanu school, who notified the authorities that the Japanese were going ahead with the construction of a Japanese tenement compound opposite the school and she thought this called for action by some one. Deputy Attorney Milverton stated that legal proceedings had already been instituted to test the Board's ordinance on this subject.

### May Become Aeronauts.

Supervisor Harvey had a story to relate. He had been informed that the road men working in the Kalihi quarry dalled with powder while they were drinking bottled spirits. He thought this was very unwise as one day some quarryman would be taking a trip skyward. The matter was referred for committee investigation.

Supervisor Dwight said he had notified the gas people that if they did not put the roads in proper shape after they had laid pipe that the county would do the work and send them a bill.

Mr. Fern wanted to know what the road committee was doing with the oil for streets for which a thousand dollars had been appropriated. He hadn't seen any of the stuff spread on any of the Fifth District streets or roads, and part of the oil was intended for upper Liliha street and for the hill leading to the military post. The chairman assured Mr. Fern that the oil would be spread on the streets in due time.

### New Peninsula Road.

Mr. Archer asked the board to keep in mind the propriety of completing the road between Pearl City and the Peninsula. The Oahu railroad had long ago agreed to turn over a 22-foot strip to the county when the county macadamized the thoroughfare. Mr. Archer said that road making in his district would be well along by the end of the month so that the workers could pay attention to the Peninsula road. The railroad would haul the rock and materials and dump it along the road wherever needed. The board said the work would be done.

### Trent's Big Balance.

The report of Treasurer for the month of September gave total receipts as \$121,054.43, which included the cash balance of \$84,173.08 on hand September 1, and \$36,000 received from the Territory. The disbursements

amounted to \$47,177.44, leaving a cash balance on hand September 30 of \$73,876.99.

Clerk Kalaokalani reports in accordance with Section 67 Chapter XII, of the Municipal Act, the sum of \$699 was deposited by twenty-four candidates now running for offices in the city and county. The money was turned over to Treasurer Trent.

### Rapid Transit Pays.

Chairman Hustace stated that the sum of \$2005.05 was paid during the afternoon by the Honolulu Rapid Transit Co., as its share in the expense attached to the laying of the new Queen street wood block pavement. The cost was apportioned at the rate of \$3.067 per foot for 653.75 feet. The entire work was done by the county road department.

### September Bills.

The following bills for September were approved: Leahi Home, \$125; County office rent, \$150; Waianae road district, \$350 and \$50; Waialua road district, \$499.75 and \$1240.62; Waianae bridge, \$199.63; Koolaula road district, \$969.20; Kapiolani Park, \$331; electric light department, \$1005.86; police and fire alarm system, \$76.12; county attorney, \$75.20; fire department, \$872.75; Kailua road, \$608.75; poundmaster, \$7.50; election expense, \$260.95; Hawaiian band, \$75; police department, \$1195.06; coroner's fees, \$45; county clerk, \$49.65.

### Decrease in Convictions.

Sheriff Laukea's report for September showed the total number of arrests in all districts of 331 as against 293 for the corresponding month in 1907, an increase of 38. The total number of convictions was 185 as compared with 221 in 1907, a decrease of 36.

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